

# **RJ REYNOLDS**

TOBACCO COMPANY

COPY

S. R. MacLEOD  
Region Operations Mgr

150 Lawrence Bell Drive  
Suite #108  
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March 5, 1997

RJR Account #356150  
Mr. H. Bowen  
LAVIN CANDY CO.

**APRIL DORAL BOX 100 B1G1F / PROMOTION #700447**

Dear Harry:

DORAL B1G1F *pre-sleeved* product has been ordered (see quantities listed below), as well as **30** skus of 4-carton displays (Item #526424) to pack the above promotion for your participating retail accounts. All additional pertinent promotional information is listed below:

#/ (6M) Cases

| <u>B1G1F</u> | <u>STYLE</u>        | <u>UPC Code</u> |
|--------------|---------------------|-----------------|
| 2            | Full Flavor Box 100 | 12300-23993     |
| 2            | Light Box 100       | 12300-23994     |

Product / Premium Arrival:

March 31, 1997

Ship Date to Retail:

Week of: April 7, 1997

SKU CUBE:

0.2618

SKU WT (w/o Product):

0.7600 lbs

Retail Sales Offer per Sku:

20 units

Billing per Sku:

2 Savings Cartons

EFT \$ Amount:

\$172.34

Non-EFT \$ Amount:

\$N/A

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B1G1F

LAVIN CANDY CO.

**Promotion Description:**

Utilize 4-Carton Shipper Display. Place 20 *pre-sleeved* B1G1F units each of *Doral FF Box 100* and *Doral Lt Box 100* into the 4-Carton Shipper Display.

***SHIP TWO (2) DISPLAYS TO EACH ACCOUNT ON THE ATTACHED CUSTOMER LIST***

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$14.00 (1 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell

Promotional Coordinator / 1610

/jc

cc: R. Westenberger / 162301

**Note to RJR Manager:**

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-DORBOX.DOC

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WHOLESALE: 356150 LAVIN CANDY COMPANY  
\*\*\*\*\*INSTRUCTIONS: DORAL BOX BIG1P INTRODUCTION:  
DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100  
SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

| Supplier | Account | Territory | Name                 | Address                | City           | State | Chain ID | CCF  | Volume |
|----------|---------|-----------|----------------------|------------------------|----------------|-------|----------|------|--------|
| 178080   | 1622    | 01        | NORMANS GROCERY      | ST REGIS AVENUE        | BLOOMINGDALE   | NY    |          | A 12 | 324    |
| 619806   | 1622    | 01        | CODY'S GROCERY       | 2946 MILITARY TURNPIKE | WEST CHAZY     | NY    |          | A 12 | 118    |
| 767109   | 1622    | 01        | E-M MARKET           | 156 BROADWAY           | SARANAC LAKE   | NY    |          | A 12 | 265    |
| 130258   | 1623    | 01        | NADIM'S CORNER GROC  | UPPER RUGAR            | PLATTSBURGH    | NY    |          | B 24 | 250    |
| 177788   | 1623    | 01        | CHUCK WAGON          | 121 BRINKERHOFF ST     | PLATTSBURGH    | NY    |          | A 12 | 111    |
| 177803   | 1623    | 01        | RICHARDS GROCERY     | 71 JOHNSON AVE         | PLATTSBURGH    | NY    |          | B 24 | 470    |
| 177852   | 1623    | 01        | LOUS GROCERY         | 38 SAILLY AVE          | PLATTSBURGH    | NY    |          | A 12 | 105    |
| 177923   | 1623    | 01        | H ROCKS GROCERY      | ROUTE 22               | SCHUYLER FALLS | NY    |          | A 24 | 185    |
| 402300   | 1623    | 01        | ST DENIS GROCERY     | 120 CORNELIA ST        | PLATTSBURGH    | NY    |          | A 24 | 186    |
| 498171   | 1623    | 01        | SOUTHSIDE GROCERY    | 4788 CRETE BLVD        | PLATTSBURGH    | NY    |          | A 12 | 105    |
| 568572   | 1623    | 01        | EXPRESS LANE         | 20 BROAD ST            | PLATTSBURGH    | NY    |          | A 24 | 581    |
| 679124   | 1623    | 01        | BYRD'S COUNTRY STORE | 38 STATION RD          | WILLSBORO      | NY    |          | A 24 | 189    |
| 767981   | 1623    | 01        | BILL'S MINI MART     | ROUTE 22B BOX 8A       | MORRISONVILLE  | NY    |          | A 12 | 115    |
| 508066   | 1623    | 02        | SHARKEY'S II         | WICKER STREET          | TICONDEROGA    | NY    |          | A 12 | 150    |
| 766966   | 1623    | 02        | SHARKEY'S I          | MONTCALM               | TICONDEROGA    | NY    |          | A 24 | 285    |

Total Accounts 15

(2)

30 Displays

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

04/15/97

ACCOUNT NUMBER: 356150                      LAVIN CANDY COMPANY  
VOUCHER NUMBER: 15350050                  4989 S CATHERINE ST  
DATE WRITTEN: 04/15/97                    PLATTSBURGH , NY 12901  
STATUS: PAID  
AMOUNT PAID: 14.00                      SEND CHECK TO: ROU

| DESCRIPTION      | UNITS | AMOUNT |
|------------------|-------|--------|
| '97 VAP PK & SHP | 1.00  | 14.00  |

EXPLANATION: DORAL BOX B1G1F/#700447/SR 162301

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